

## Joint Letter from China-based Contracted Parties

### Request for Waiver of 2020 ICANN Fees

February 21, 2020

Dear Cyrus,

We hope this joint letter find you well. We are writing to ask your kind and immediate consideration to remove the 2020 registry and registrar fees for the China-based registries and registrars.

As the growing scale of 2019 Noval Coronavirus outbreak (2019-nCoV) , we have learned that ICANN published a travel restriction to China<sup>1</sup> based on current WHO assessment. We also understand that ICANN's latest decision on making its 67th public meeting in remote-participation-only format<sup>2</sup>.

We highly respect and welcome ICANN's approach to keep our community safe. Meanwhile, the contracted parties in China, including their staff, suppliers, and relevant business counterparts, are being hit and suffered by the 2019-nCoV in a much greater scale than in other countries and regions combined since January 2020. Many of the staff members have been restrained to perform sales and support functions at the level they are required to. There are significant delays in collections, payments and wire transfers. While we expect that the scale of 2019-nCoV could not go greater , the business growth estimate in 2020 has been jeopardized and the time of recovery can be very long.

While domestic aid on tax, rentals, etc. are being discussed and confirmed, we believe that it's essential that ICANN provides immediate fee waiver to registries and registrars in China. The waiver of 2020 fees, including annual fees and transaction fees, will greatly help stabilize our business in the difficult time. ICANN surely has the ability to do so as it is saving itself from spending resources on organizing upcoming meetings, travels, and quarantine measures for incident like this.

In recent years the registries and registrars in China serve as the key driver to the global growth of both legacy and new gTLD market. We look forward to contributing to the long-term sustainability for our industry, but we have to make through this difficult time first.

Thank you very much and we look forward to your kind reply.

Yours truly,

[Signature in random order]

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<sup>1</sup> <https://www.icann.org/news/blog/an-update-on-the-coronavirus-and-its-impact-on-icann>

<sup>2</sup> <https://www.icann.org/news/announcement-2020-02-19-en>

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Leon HUANG, Marketing Director, OnlineNIC Inc. (Registrar)  
Tony XIE, Manager Assistant, Shenzhen Esin Technology Co. Ltd. (Registrar)  
Xujian YE, Chairman, EJEE Group Beijing Ltd. (Registrar) and EJEE Group Holdings Ltd. (Registrar)  
Qianqiu YE, CEO, VIP internet Industry Ltd. (Registrar)  
Yitao HONG, CEO, Alibrother Technology Ltd. (Registrar)  
Zhu FAN, CEO, Tongle Information Technology Ltd. (Registrar)  
Leo ZHOU, CEO, Beijing Sanfront Information Technology Co. Ltd. (Registrar)  
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Charles WANG, General Manager of Domains Division, Alibaba Cloud Computing Ltd. (Registrar) / Elegant Leader Ltd. (Registry)  
Shaohui GONG, CEO, Xiamen 35.com Technology Co. Ltd. (Registrar)  
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Jason DU, CEO, Stable Tone Ltd. (Registry)  
Lillian LING, Senior Business Manager, West.cn (Registrar)  
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HongSheng WU, CEO of DNSPod, Inc. (Registrar)

Eugene LI, CEO, Zodiac Wang Ltd. (Registry) / Zodiac Aquarius Ltd. (Registry) / Zodiac Taurus Ltd. (Registry) / Zodiac Gemini Ltd. (Registry) / ZYSM Technologies Ltd. (Registrar) / Beijing Zhuoyue Shengming Technologies Company Ltd. (Registrar)  
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CC:

Maarten Botterman, Chair of the Board

Göran Marby, CEO

Donna Austin, Chair, RySG

Graeme Bunton, Chair, RrSG